



U.S. Trade Center News

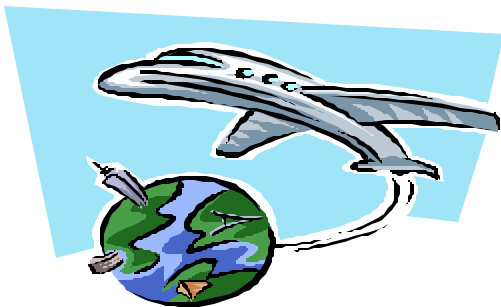
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Embassy to Lead Trade Delegation to Houston Power Show

The U.S. Embassy along with the American Chamber of Commerce in Bangladesh will lead a delegation from Bangladesh to the Electric Power 2003 Show March 4-6 in Houston, Texas. This event will showcase the power industry, particularly providers of power equipment and services, including boilers and combustion systems, motors and electrical equipment, uniform power systems, diesel, steam and gas generators, renewable energy systems, and water and wastewater treatment material. A variety of seminars and workshops are also planned during the show.

The U.S. Embassy and the American Chamber of Commerce are presently soliciting names of individuals who would be suitable to join our delegation. We ask that interested individuals contact the American Chamber of Commerce as soon as possible. The American Chamber can be reached by phone (861-3391); fax (831-2975); or email (amcham@bangla.net).



Candidates selected by the Embassy to join our delegation will have to make their own visa arrangements through American Express (at the

Motijheel, Gulshan or Chittagong branches) or with Securex in Sylhet. Each delegate will pay for his or her own airfare, and will be responsible for the cost of their meals and accommodation while in Houston. Selected delegates must purchase their airline tickets from the Embassy's nominated travel agent, and will be required to depart on the same date and flight as the entire delegation. The delegation is planning to depart Bangladesh on March 1, 2003. ♣

12th Annual U.S. Trade Show to Take Place January 29-31

The 12th annual U.S. Trade Show will be held from January 29-31, 2003 in Dhaka. The three-day event is the premier trade show in Bangladesh, and exhibits U.S. products and services.

The U.S. Trade Show 2002 was held at the Dhaka Sheraton Hotel this past February and attracted 69 participants representing over 120 U.S. companies. The Show was a resounding success, attracting over 25,000 visitors.

The American Chamber of Commerce in Bangladesh in cooperation with the U.S. Embassy will organize the Trade Show 2003. Interested participants wishing to exhibit U.S. products and services at this Show are requested to contact the American Chamber of Commerce. The AmCham can be reached by phone (861-3391); by fax (831-2975); or by email at amcham@bangla.net. ♣

Tender Talk ...

The **Bangladesh Power Development Board** seeks bidders for the supply of spare parts for process control operation management of a DCS system at the Sikalbaha 60 MW power station.

The **Bangladesh Railway** is inviting requests for proposals to develop a metro rail (subway) for the Dhaka metropolitan area. Firms having adequate technical and financial capabilities and experience in developing and operating a metro rail system in the form of build, operate and transfer (BOT), build, operate and own (BOO), or any other form of public-private partnership are encouraged to bid.

The **Power Grid Company of Bangladesh** invites sealed bids for a design-build and turnkey contract for the construction of 132KV double circuit transmission line 40km in length.

Embassy Provides Textile Equipment Catalogs to BTMA

The Embassy recently provided the Bangladesh Textiles Manufacturers Association (BTMA) with over 50 catalogs from various American suppliers and manufacturers of textile related equipment. The catalogs depict a variety of products, including sewing, cutting, cloth spreading, and batching and winding machines. Catalogs from manufacturers of boilers, water softeners, chemical feed systems, shrinkage control equipment, dyeing and sizing machines, needles, and fleece machines have also provided to BTMA.

Many of the catalogs were exhibited in Chittagong this September during our American Week celebration, and during our catalog shows in Dhaka, Comilla, Sylhet, and Khulna. Those interested in viewing the catalogs should contact the BTMA.



U.S. Trade Balance with Bangladesh

Data represent commercial (deliveries) trade. Totals do not include exports to four export processing zones and exports tied to donor or grant assistance.

Trade with Bangladesh: 2002

Note: All figures are in millions of U.S. dollars

Month	Exports	Imports	Balance
January	21.30	208.40	-187.10
February	31.40	176.90	-145.50
March	39.80	165.90	-126.10
April	18.60	141.40	-122.80
May	17.40	148.40	-131.00
June	28.80	185.50	-156.70
July	17.10	249.40	-232.30
August	20.30	268.00	-247.70
September	14.10	208.70	194.60
Total	208.80	1,752.60	-1,543.80

- TOTALS may not add due to rounding.
- Table reflects only those months for which there was trade.
- www.census.gov/foreign-trade/balance/c5380.html
- SOURCE: U.S. Census Bureau, Foreign Trade Division, Data Dissemination Branch, Washington, D.C. 20233

Intellectual Property Rights Subject of Ambassador's Tea

At a tea hosted by Ambassador Mary Ann Peters, several intellectual property rights (IPR) experts briefed the Ambassador and embassy staff on the state of IPR protection in Bangladesh. The group reported that the Government of Bangladesh was not moving quickly enough to ensure that its laws and regulations were in conformity with the World Trade Organization Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS). Bangladesh has until January 2006 to bring its laws into TRIPS compliance. The experts agreed that IPR protection in Bangladesh had worsened over the last few years, and shared with the Embassy team various examples of IPR violations affecting the software, recording, and movie industries.

The experts warned that without adequate IPR laws and regulations, and without effective enforcement, Bangladesh's economy would suffer. A direct relationship exists between increased foreign direct investment and IPR protection, the group explained. With foreign direct investment to Bangladesh dropping significantly over the last year, immediate steps to protect IPR were needed. Software experts said that their efforts to develop a local IT industry were jeopardized by copyright pirates.

The experts agreed that the Government of Bangladesh should be congratulated for working closely with the World Intellectual Property Organization, but that sufficient resources have not been allocated to IPR protection. The trademark, copyright and patent offices were inadequately staffed and the country's law enforcement agencies have not coordinated their interdiction efforts and could benefit from IPR training. The experts also said that the Government could take an important step toward protecting IPR by ensuring that its tender offers explicitly require that all computer hardware and software purchases be fully licensed.

All present at the tea agreed that efforts to raise awareness of IPR would be an important first step, and that seminars and workshops might help in this regard, as would training programs for government officials. The creation of an IPR umbrella group drawing together various chambers and IPR related associations was also recommended. ♣

Trade Shows, Trade Shows And . . . More Trade Shows

Although the Embassy will not be leading a delegation to these shows, interested participants can obtain additional information by contacting the Embassy's Trade Center (by phone at 882-4700 or by email at www.usembassy-dhaka.org) or by visiting the trade show's website. Happy travels!

The **International Housewares Show** will be held January 12-15, 2003 in Chicago. This show is the largest housewares market place in the world where 1,800 companies showcase thousands of new products. (www.housewares.org)

The **MAGIC International Show** will take place February 18-21, 2003 in Las Vegas. MAGIC is the world's largest apparel market and will feature 3,000 exhibiting companies, 5,500 brands and 21,000 products. (www.Magiconline.com)

The **Wireless Trade Show** will be held in New Orleans March 17-19, 2003, and will feature products from leading manufacturers from around the world. (www.CTIAshow.com)

The **Water Quality Association Show** will take place March 18-23 in Las Vegas. This show will showcase the household, commercial, industrial, and small community water treatment industry, as well as manufacturers of water filtration, testing and purification equipment. (www.wqa.org)

The **International Franchise Expo** will take place in Washington, D.C. April 11-13. This trade show is the world's largest forum for franchise companies seeking international expansion. The expo attracts approximately 250 exhibitors and 10,000 visitors. (www.franchiseexpo.com)

The **Kitchen and Bath Industry Show** will be held April 11-13 in Orlando, Florida. In one location, kitchen and bath professionals will find more than 700 companies displaying thousands of new products and solutions. (www.KBIS.com)

The **National Restaurant Show**, which will take place May 17-20, 2003 in Chicago, is the largest foodservice and hospitality trade show in the Western Hemisphere. The show will feature over 1,900 exhibitors and will include more than 600 educational programs and seminars. (www.restaurant.org/show)

America Week in Chittagong a Huge Success

On September 18, the Embassy's America Week in Chittagong – a week-long celebration highlighting commercial, cultural, consular, military, and USAID programs in Bangladesh's second largest city – kicked off with a variety of commercial events. The Embassy was thankful for the assistance that the Chittagong Chamber of Commerce and Industry (CCCI) provided as co-host of our commercial events, which included, among many other things, arranging for the assistance of spirited student volunteers from The Independent University of Bangladesh (Chittagong Campus).

On the morning of September 18, Ambassador Mary Ann Peters participated in an opening ceremony to inaugurate the Embassy's catalog show, which we entitled "The American Catalog Exhibition Series," that attracted over 230 Chittagong Chamber of Commerce and Industry members and other business guests, as well as representatives of the local and national press.



In her remarks, Ambassador Peters noted Chittagong's importance to the country's economy, and expressed her hope that the exhibition would result in numerous business links.

Other speakers at the opening ceremony included CCCI President Amir Humayun Mahmud Chowdhury, CCCI Vice President Monzur-ul-Amin Chowdhury and CCCI Senior Vice President Ershad Ullah.

The exhibition included catalogs from the Commerce Department's New Products USA show, over 50 environmental catalogs provided by the U.S.-Asia Environmental Partnership office in Calcutta, catalogs from U.S. textile machinery firms, and brochures and handouts from U.S. State and Metropolitan area trade and tourism offices.

The show also included a full-size Caterpillar generator provided by Caterpillar's local agent,

Getco, travel and tourism booths set up by United Airlines and American Express, and agricultural displays from the Cotton Council, Cargill, and Florida's Natural Growers.

On the afternoon of the 18th, the Ambassador delivered a keynote address on doing business in Bangladesh to members of the American Chamber of Commerce in Bangladesh, which relocated its popular monthly lunch program from Dhaka to Chittagong during American Week.

In her luncheon remarks, the Ambassador said that American firms remained interested in investing in Bangladesh, given the country's steady growth rate over the last several years, its vibrant democracy, and its close location to large South and East Asian markets. She expressed her optimism that trade between the United States and Bangladesh would continue to grow. She noted her concern, however, that foreign investment in Bangladesh had stagnated. The cancellation of contracts signed by prior governments, infrastructure impediments, and perceptions of corruption have impeded investment growth.

Following lunch, Ashoke Kanjilal, Commercial Specialist with the Foreign Commercial Service office in Calcutta, presented a live demonstration of Commerce's BuyUSA internet matchmaking site. Several firms registered to participate in the BuyUSA program during our four-day event.

During the week, the Embassy and the Chittagong Chamber of Commerce and Industry co-sponsored several free seminars on a variety of subjects. Representatives from Citibank joined the Embassy's Economic-Commercial Chief, Cleveland Charles, in presenting a seminar on financing trade for development, while officials from American Express, United Airlines, and the Embassy's Consular Section discussed travel to the United States for students, businessmen, and tourists.

The U.S. Customs Service attaché in Singapore explained Customs' new container security initiative, and a representative from the U.S. Commerce Department's office at the Asia Development Bank delivered a presentation to the Chittagong Chamber of Commerce on commercial opportunities through ADB procurement. Finally, representatives from the U.S.-Asia Environmental Partnership office in Calcutta joined consultants from U.S. firms Ernst & Young and Louis Berger, and a Chittagong University professor, in presenting a seminar on environmental quality standards. ♣

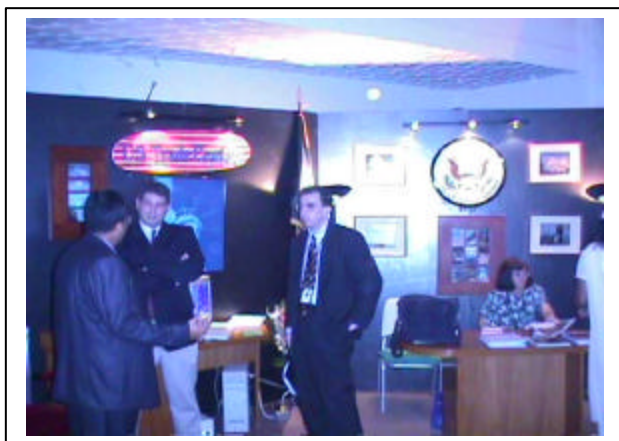
Highlights from America Week



Ambassador Peters inaugurates the catalog show



Cecilia Santos, FSC Manila, speaking at the CCCI



Patrick Day, US Customs, Mark Tesone, US Embassy, and Pam Kazi, US Embassy, meet with visitors in the Embassy's Trade Center booth



FCS Calcutta's Ashoke Kanjilal demonstrates the Commerce Department's BuyUSA.com website



Embassy Economic/Commercial Chief, Cleveland Charles, speaking on financing trade for development



Catalog show opening ceremony with USAID booths in the background

U.S. Proposes a Tariff Free World

The Office of the United States Trade Representative announced on November 26 an ambitious new proposal calling on members of the World Trade Organization (WTO) to eliminate all tariffs on consumer and industrial goods by 2015. Demonstrating continued U.S. leadership in the Doha Development Agenda, the U.S. plan for zero tariffs is comprehensive, and would benefit both developed and developing nations.

This proposal, combined with the far-reaching U.S. agricultural reform proposal submitted to the WTO in July, **would eliminate tariffs on the nearly \$6 trillion in annual world goods trade**, lifting the economic fortunes of workers, families, businesses, and consumers. These two proposals call on all WTO members to advance free trade and complete the tariff-cutting work that began more than 50 years ago with the creation of the General Agreement on Tariffs and Trade in 1948.

The U.S. proposal would eliminate tariffs on a full-range of consumer and industrial goods ranging from women's shoes, to tractors, to children's toys. The proposal, which will be presented to WTO members next week in Geneva, Switzerland, calls for a two-step approach to tariff elimination. First, WTO members must cut and harmonize their tariffs in the five year period from 2005 to 2010. Specifically, WTO members would eliminate all tariffs at or below 5 percent by 2010, cut all other tariffs through a "tariff equalizer" formula to less than 8 percent by 2010, and eliminate tariffs in certain highly traded industry sectors as soon as possible, but not later than 2010.

The second step calls for all members to make equal annual cuts in remaining tariffs between 2010 and 2015. These cuts would result in zero tariffs. The proposal also calls for a separate program to identify and eliminate non-tariff barriers, which would run on a parallel track with the negotiations on industrial tariffs. The United States will put forward an initial list of such barriers in January.

Developing countries have much to gain from a tariff-free world. According to a World Bank estimate, there would be a world income gain of \$832 billion from free trade in all goods including agriculture, of which \$539 billion (65 percent) would

flow to developing countries. This represents \$544 for a family of four. The World Bank estimates that free trade in goods and services could help lift 300 million people out of poverty - a number greater than the entire population of the United States.

The U.S. proposal on consumer and industrial goods tariffs results in tariff-free trade for 91 percent of world goods trade. For the remaining 9 percent of world goods trade, the U.S. agriculture proposal would cut global tariffs by 76 percent in five years as a step towards eventual tariff elimination.

Developing countries win big in a tariff-free world:

- The greatest benefits to developing countries would come from liberalization of trade with each other.*
- According to the World Bank, developing countries could see income gains of more than \$500 billion from duty-free trade.*
- Three-quarters of this gain would come from liberalized "South-South" trade.*
- Industrial goods make up 89% of developing country exports.*
- Elimination of low tariffs offers early and significant benefits. 76% of all developing countries' exports to the U.S. would be MFN zero by 2010*

